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FROM: Jean O/O/ODP		
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MEMORANDUM FOR: Director of Logistics

FROM:

Chief, Procurement Management Staff, OL

SUBJECT: Wang Laboratories Presentation

Dan:

1. I have reviewed the December 1983 Employee Bulletin on the subject and must say that I have some concerns. I am not sure who this memorandum should go to and so am forwarding it to you for whatever action you deem appropriate.

2. As you know, one of the primary responsibilities of my Staff is to be a contact point for contractors wishing to do business with CIA. We try to handle such contacts by mail and our standard procedure is to obtain as much information as possible on the vendor and distribute it to various components which may have a requirement for the services or products offered. If there seems to be general interest in the contractor's product, we will work with appropriate components to establish an audience for oral presentation of the contractor's product line. We have run into very few situations over the last couple of years when it seemed appropriate to set up such a presentation.

3. The previously referred to employee bulletin, I think, goes well beyond anything we have ever done for any vendor wishing to present its products and services to this Agency. After the showing had been arranged, someone called [redacted] who, in turn, talked with me in terms of any potential problem. I told John at that time that I saw no problem except that the doctrine of fairness is at the very heart of our entire federal procurement process. Whatever we do for one contractor, we must be ready to do for all other contractors. In this case, I think that we have done a great deal to benefit Wang Laboratories when we have set up a show in the Headquarters auditorium, with government-furnished transportation for employees from various out buildings. While Wang word processors have been established as an Agency standard, we certainly have not established other Wang products as standards and should not be providing Wang Laboratories preferential treatment. If IBM, SDC, or any other contractor comes in with a demand to present its products in the Headquarters auditorium and wants us to provide notice to all employees, as well as ground transportation to and from the presentation, I feel that we will have to accommodate such a request.

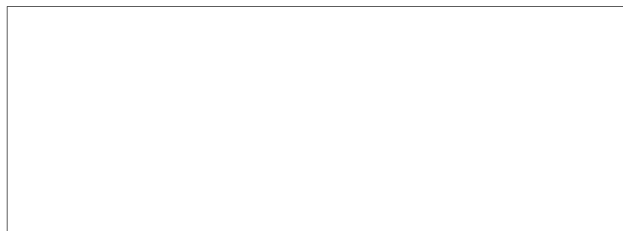
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SUBJECT: Wang Laboratories Presentation

4. In closing, I recognize the importance of a smooth interface between ourselves and Wang, however, I feel that the Headquarters auditorium show was a major overkill. In the future, such presentations should be coordinated with the Office of Logistics, and we should, of course, be prepared to accord treatment similar to that provided to Wang Laboratories. This memorandum, along with the employee bulletin, will be distributed to members of the Agency Contract Review Board and we will continue to look at all Wang products, other than the Agency-standard word processors, on a basis competitive with other suppliers.

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Attachment:
EB No. 1064



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EMPLOYEE BULLETIN

EB No. 1064

2 December 1983

WANG LABORATORIES PRESENTATIONS

Reference: EB No. 1012

1. On Friday, 9 December 1983, Wang Laboratories, Inc., will provide an update on new products in the Headquarters Auditorium. This presentation is a combined effort by the Agency Wang Users Group and Word Processing Branch of the Office of Data Processing. There will be two sessions with a question-and-answer period following each session. The first session is scheduled from 10 to 11 a.m., and the second session from 1 to 2 p.m.

2. Paul Kennedy of Wang Marketing will be the key speaker as well as host for the following agenda:

- Word Processing Plus (WP Plus)
- Wang Professional Image Computer (PIC)
- Tempest Professional Computer
- Digital Voice Exchange (DVX)
- Networking

3. Demonstrations of the Wang PIC will be held in the 1A Corridor of the Headquarters Building continuously after the first session.

4. Round-trip transportation will be provided to employees in outlying buildings who wish to attend the 1 p.m. presentation in the Headquarters Auditorium. The departure schedule will be as follows:

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[] at 12 m. (noon)
Ames Building at 12 m. (noon)
Chamber of Commerce Building at 12:15 p.m.

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[] at 12 m. (noon)
[] at 12:15 p.m.

All buses will depart headquarters at approximately 2 p.m., immediately following the program, for the return trip to the outlying buildings.

DISTRIBUTION: ALL EMPLOYEES (1-6)

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